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# TIME OUT

AUGUST 1998

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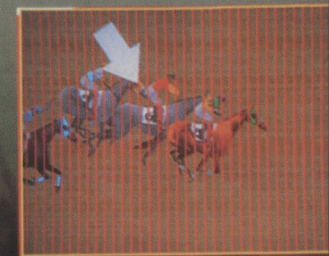


# TIME CRISIS II

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# VAPOR TRX



THE year continues to be an excellent one for Atari Games! Already we've released California Speed, Surf Planet, Area 51/Maximum Force Duo, and Radikal Bikers, and the year is only half over. It looks to be another record year for this intrepid game company!

Not only are we putting out quality, fun games, but we are putting out different types of games. It is our hope to make arcade video gaming a totally unique experience - unlike anything you can get at home or on consumer platforms. To this end, we are brainstorming new controllers, new cabinets, and new types of games that will expand diversity of arcade products. Our operators need it, because players demand it.

We are readying the release of one such product right now. Vapor TRX is a new spin on racing games, as players can fly up down, around and through the playfields in futuristic spaceships. In addition, the game features different types of weapons, making Vapor TRX as much of an aerial destruction derby as much as a race. It's a very fun game, one that has ships that are easy to control - fundamental to introducing a new type of game to the somewhat fussy arcade player base.

Vapor TRX turns the driving genre on its ear. Giving players the opportunity to fly fast, sleek spaceships through the far out canyons and cities of future Earth, Vapor TRX is an exhilarating roller coaster ride loaded with weapons, turbos, and abundant short-cuts.

Players select from one of six different vehicles, each one offering a unique balance of top speed, acceleration, handling and durability (yes, the vehicles do crash and explode).

Players must pick up the weapons power-ups as they come along. These include cannon level-boosts and homing missiles. Players start with a Level 1 Positronic cannon, which fires weaker and less frequent shots. As each powerup icon is acquired, the cannon grows one level of power, adding more powerful and more frequent shots. Players are also able to acquire air-to-air missiles, which are heat seeking and do the most damage. The weapons are important to succeeding in Vapor TRX, as eliminating the drone competition (and messing up your live opponents) is important to being victorious. Also, it is key to hit the green turbo pads, as close to the ground as possible for the maximum turbo boost.

There are four tracks, which vary by difficulty and time of day: Eagle Canyon (easy, dawn); Midnight Bullet (medium, night); Alpine Edge (hard, day); and Breakneck Speedway (extreme, day). Breakneck Speedway is selectable only when a player finishes first on another of the three tracks (in a linked race, it can be any player).

There are sixteen vehicles to start the race. Drones can be permanently destroyed by weaponry, while live players are only slowed by cannon fire and missiles. Players ships are also destroyed (and weapons reset back to their starting levels) by any number of obstacles in the playfields. It can be especially dangerous is the tunnels and city streets - you really have to be careful or you'll lose your place and weapons.



# SEGA RALLY 2

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System for stunning graphics!
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### Dimensions: DX TYPE

W: 131.5cm / 51.77in.  
D: 284.5cm / 112.01in.  
H: 229.7cm / 90.43in.

WEIGHT: 535kg / 1178.47 lbs  
POWER: AC 100V - 240V / 851W - 805W  
MONITOR: 50 inch projection TV

### Dimensions: TWIN

W: 163.2cm / 64.25in.  
D: 170.0cm / 66.93in.  
H: 209.6cm / 82.52in.

WEIGHT: 530kg / 1168.45 lbs  
POWER: AC 100V / 770W  
MONITOR: 28 inch monitor x 2

## Hot Specials

### Harley Davidson



STANDARD UNIT  
EXT JAPAN - NEW  
DOES NOT INCLUDE  
INT. FREIGHT & NZ  
COSTS

**\$14,200**

### Harley Davidson



DELUX SINGLE  
UNIT - 2ND HAND  
EX JAPAN. DOES  
NOT INCLUDE INT.  
FREIGHT & NZ  
COSTS

**\$27,000**

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2ND HAND.  
DOES  
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### Scud Plus

### Upgrade Kit

UPDATE YOUR OLD UNIT TO  
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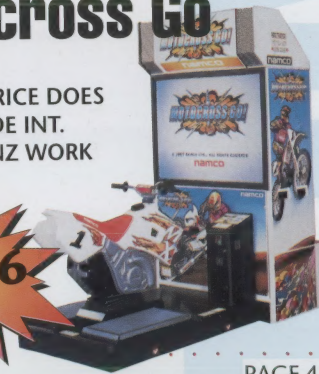
\$2190 EACH SET OF UPGRADE ROMS

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### Motocross Go

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DEDICATED FORMAT**



**DISGUSTINGLY  
LARGE COLLECTIONS!**



### AUCKLAND NEWS

**THE** weather for July has set new records being the wettest (and warmest) on record, with Auckland and Northland getting more than their normal share of the rain. Surface flooding and slips are common place resulting in the odd road closure. Whilst the weather is no good for any outdoor activity, it is great for playing video games. Local operators are hoping that incomes will increase now that the weather has changed.

**TIMEOUT** Leisure has just recently expanded it's Auckland wide operations with a new TimeOut Centre at Waiwera Hot Pools. Situated just north of Auckland, Waiwera Hot Pools is a destination for tourists and locals, offering naturally heated swimming pools, spa pools and New Zealand's largest hydroslide.

**WE** extend a warm industry welcome to Greg Bernard who is the new owner of Outer Limits Papakura. Greg has retained the services of Gary Johnson (Manager) and looks to set a new standard in South Auckland. We wish Greg all the best in his new venture.

### CENTRAL N.I.

**THE** school holidays have provided excellent returns to most operators within the Central North Island. With poor weather people have found the best way to spend their time and money playing coin op machines.

With all the rain lately, this has meant a slow start to the ski season. Operators in these areas are all ready to go once the fields open.

Welcome to Gavin Davey, formally of Pot Black tables who is now working for Time Out Central. Gavin has brought some innovative ideas with him. We only hope that his driving skills improve or we will be forced to provide a bicycle instead of a company vehicle.

### WELLINGTON NEWS

**A** very busy weekend for the rugby test against South Africa (pity about the result) has certainly cheered up local operators after a quiet holiday period. Incomes are well down on last years figures.

**TO** be frank the sentiment in Wellington at present is very positive - with both our centre staff and Joe, our technician, putting in a great effort, and the results are reflected by this. Indeed, over the holidays, both Lower Hutt and Manner's Mall had their best ever trading results, with both shops full to the seams with happy punters. Given the highly competitive nature of the Wellington market our continued emphasis is on attracting new players - rather than just competing for the existing "game \$\$\$\$".

However, we are not a region to be

### MIDWAY TESTS ...

# WAVENET

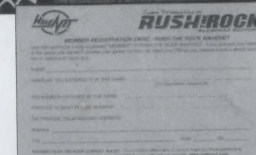
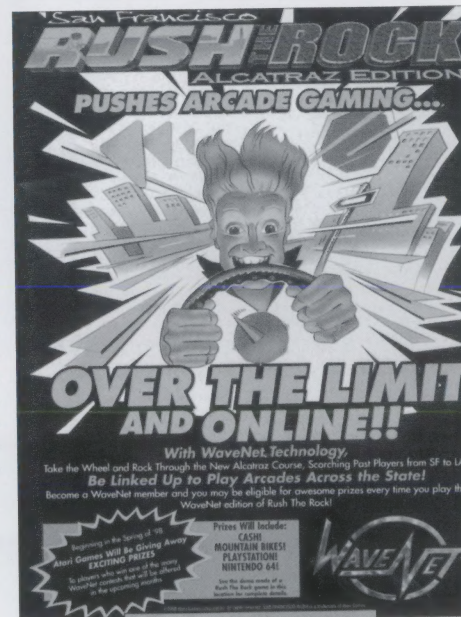
**VISITORS** to certain San Francisco and Los Angeles area arcades are getting an extra thrill this spring and summer: a chance to participate in the pilot test of Midway's "WaveNet" system to link video games in separate locations for remote interactive gameplay. Starting in April, over 50 units of Atari's Rush the Rock driving simulator have been linked via ISDN lines for multi-player competitive gameplay, with no perceptible delay in the action. We recently visited a test arcade site in Glendale where the system is up and running; we saw it ran smooth as butter to allow players in Northern and Southern California compete as if they were

on a single linked system in one local arcade. Midway and its sister firm Atari said they will expand the test to over 50 California arcades with more than 100 linked games in the coming months. Tests should run into September, said the factory.

The test has already clocked higher levels of play due to the popularity of the new technology. "I play the Rush the Rock on the WaveNet system a lot and it's really great," enthused one local gamer. "One thing I like is how you can actually tell you're competing against another player and not against the machine. In fact, the first few times I tried the WaveNet system, I kept looking over at the Rush game to check out my opponent ... but it was empty! Then I remembered I was actually competing against a player in another city!"

"The purpose of the test is to determine how to maximize the player appeal of linked play," said Ken Fedesna, Midway's EVP. "WaveNet technology presents a number of new opportunities: from regional and national tournaments online, to custom advertising in coin-op games, there are some exciting new possibilities. The key is to use the technology to optimize the players' experience, which will increase gameplay."

"WaveNet represents a major breakthrough because, unlike existing forms of arcade play and linked Internet play, there is no delay in gameplay," explained Tony Metke, WaveNet project leader. "WaveNet can link even the fastest sports, fighting and driving games, allowing players who are hundreds or even thousands of miles apart to compete in real time."



### "ASK ABOUT OUR FINANCE OPTIONS"

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# preventative MEDICINE

**REGULAR** maintenance and a spot of TLC can improve the life of your pinball table.

The first thing you need to do in a maintenance check is remove the flipper solenoids, wipe down the flipper shafts and check the shafts and sleeves for wear. Replace as needed. Wipe the solenoid down and reinstall. Check the EOS switch and rubber for wear and replace as needed. The flipper should move smoothly without any kind of resistance other than the spring. Any resistance felt should be investigated and corrected as it indicates something somewhere is sticking. Fix it now and save yourself the trouble of having to replace it at a later date.

Check near the flippers for anything that may be coated in flipper dust. This includes playfield inlays, light bulbs, and just about anything else within ten inches or so of the flipper solenoids. Make sure you check near every flipper. Anything that's badly coated needs a good wipe down. Use a cotton bud and window polish on the inlays to prevent scratching the plastic. Note that a coating of flipper dust on bulbs and inlays will make them very dim. Just wiping the bulbs and inlays will often restore an impressive amount of brightness to a dark, dim game. Replace any blackened/burnt-out light bulbs and flash lamps. Flipper dust creates heat, is conductive (which means short circuits) and is bad news all round.

Following are a few handy tips to make maintenance checks

a simpler and more rewarding experience.

Use soft cloth; standard industrial paper towers will scratch most playfields. Rag on a roll (ROAR) or chamois cloth are both fine. Be sure to rotate flipper rubbers to keep the flipper tips from wearing thin.

Check the levelling on your game regularly - well used games will wear down the carpet and shift on floors causing changes to the levelling.

Flaky opto switches are often caused by one of two things: dirty optics and loose wires. For the former, use glass cleaner and a cotton bud to clean the emitter and detector. For the latter, heat the solder joints to correct any small cracks and reattach any broken wires. If in doubt as to where a wire goes, do not attempt to figure it out unless you know what you are doing. Hooking up a 12 volt detector source to a five volt emitter supply will blow the emitter and you will have to replace it.

Never use cleaning spray or compressed air on an opto switch. These blow cold air (frigid air if the can uses freon) that will damage these sensitive components.

Finally, play your game often. A sudden difference in gameplay will alert you to the fact that something is not quite right. This is often the best way to detect glitches. Technology has its place but your game sense is usually sharper than the game's diagnostics.

*Courtesy AB Europe.*



complacent and we continue to work hard to ensure our continued success.

This is my last news written as an individual - the next time I write it will be as a father. Until then ...

## CHRISTCHURCH NEWS

**THE** South Island enjoyed (experienced) a reasonable weather pattern over the holidays with the second week having sunshine and no rain. This led to a very quiet period with the prospect of some improvement now left until the September break.

The only bright spot is the great initial earnings of Time Crisis 2 units. Namco have certainly done a great job with this game.

## QUEENSTOWN NEWS

**VERY** disappointing this year with a late snow fall and a lot of man-made snow. The winter fest was as busy as usual and the colder weather since may mean a good snow fall is on the way. Direct flights into the newly expanded airport should also help when the snow does arrive.

The confirmation of a new casino will help the town as it adds this attraction to its impressive list.

## WEST COAST NEWS

**WHILE** they had plenty of rain over the school holidays local operators Gerrard and Marcia advised that this area was as quiet as the rest. People do not seem to have the confidence to spend and seem to be expecting worse

# New Zealand NEWS

times ahead. Pool and music has also taken a hit and certainly these units are not available on the home console but with foot traffic numbers in hotels well down clearly the machines have followed.

## NEW ZEALAND NEWS

**INTERESTING** to note that with new regulations for gaming machines now requiring a different splint, many hotels simply cannot afford to keep these units sited. A great opportunity for operators around New Zealand to replace these units with some video product.

The pub market is still very quiet but the "touchscreen" games are earnign (and giving great ROI) as are some of the sports games. Certainly the World Cup has meant a big increase in the earnings of any soccer video on site.

Many operators have commented that placing a new machine on site has simply rearranged the site income with virtually no (or a very minimal) increase in total income has occurred. This seems to have been the case for the last 6 months and operators are concentrating on only the top pieces for this reason.

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### UPGRADES

**THE** question is, does anyone know what's out there? From what I've found, people in our industry don't know enough about this. I have recently question to a few of the local operators and the general trend was knowledge in the areas of touch master and Neo Geo upgrades only.

Well these two examples are only the tip of the iceberg of what's really available out there. For example, a game Virtua Fighter Remix, was release in 1995, and I personally know of some operators out there, that are still running, or have this terrible game, gathering dust sitting on the shelf. Now taking into account that there has been between five to ten cartridge upgrades for this system, released within the last three years, price ranging between \$500 to \$2000, you can easily see a great opportunity and revenue lost. I think a little most emphasis needs to be put on the system boards and basic upgrades by all, but even more so, by smaller operators and street sites in particular. As these businesses rely on a good return on a smaller investment.

Now that there are a number of systems and cartridges out there. Here is a list of some I know about, and games they can be upgraded to.

Sega STV system game bds, there are two versions of this board and Coin Cascade can tell you what the differences are. Cartridges for this system include ...

Virtua Fighter Remix, Virtua Fighter Kids

Astra Super Stars, Decathlete

Winter Heat, Techno World Cup '98 Soccer

Sega model II boards can also be upgraded

by changing a portion of their ROM's, to a new conversion game or driving game. For instance the driving games Super GT 24 Hours and Indy 500 can be upgraded to a pretty good driving game called Over Rev made by Jaleco. Doing this can lift an earning on a twin driver from between 30 to 40% overnight. This upgrade only cost's around \$4000 a twin.

Sega model II conversion games such as ...

Virtua Fighter Two, Fighting Vipers

Dead or Alive (which is an upgrade)

Last Bronx can all be upgraded to two new games, Dynamite cop and a shooting game, called Zero Gunner, for between \$1500 and \$2500 NZ.

Taito F3 System Board with Elevator Action Returns and Puzzle Bobble 2, can be upgraded with a new cartridge, to Puzzle Bobble 3 and 4 pop n pop for between \$500 and \$1000.

Data East's motherless cassette system, can be interchanged with such titles as Stadium Heroes '96, Skull Pong and Atomic Avengers.

These system and cartridge boards are only but a few of the quite unknown one's out there in our industry. Everyone seems to know about Capcoms System II and Neo Geo's cartridge system, with good reason too I might add as these two, have been very successful in our industry to both the operator and manufacturer. But I feel that most positive system out there at the moment, is Sega's STV Titan cartridge system, and their model II upgrades, because they have left it to other manufacturers, to design and release game cartridges compatible with their system, as well as releasing their own updates. All at a reasonable cost to the operator.

In summary, I feel that is up to the customer to research and gain as much knowledge as possible, in order to take full advantage, of the opportunity to upgrade older games to new and more profitable one's. Also I feel that it is equally up to the seller to inform the buyer of what's available to them.

*Courtesy Ken Thompson, Spacetec Coin*



## ON YOUR MARK ...

**RECENTLY** we got a heartfelt letter from a small operator who cried out with anguish about suddenly facing competition for top locations in his backyard from a big national chain. "Like everyone else, I paid little attention to the stories," wrote the operator. But when Brand X grabbed a big nearby account, the operator admitted: "Finally it has hit home."

The same tale could be told by operators, distributors and manufacturers alike. Too many of us feel that a news item "doesn't mean anything," until we experience the pain of it personally - whether the topic is leagues, cranes, redemption, cigarette vending bans, video violence regulation, industry consolidation, problems with trade shows, budget shortfalls, competition from home video games, the impact of the Internet ... you name it.

The problem here is not lack of information - there's plenty of data around. No, the problem is glaring lack of imagination. Too often, we relegate imagination to the professionals (game designers, arcade theming consultants). Meanwhile, we pretend our job only requires hard work and "keeping our nose to the grindstone."

The truth is, a restlessly searching imagination is - or should be - one of your most valuable business tools. It's not good enough to wait until something happens, then react to facts which are in your face. Anybody can do that, and then it's often too late to respond effectively. It's like being a wartime commander who refuses to anticipate the

enemy's next move, but only decides to counterattack after the enemy assaults him. Can you think of a better formula for disaster?

To survive and thrive, you have to be able to read or hear about a new trend, a distant threat, an emerging technology, a changing market, and understand it without experiencing it personally yet. Then you have to apply your imagination to project your self into that situation before it actually happens to you. Finally, you must use your creative flair to dream up an effective strategy to take the initiative in advance. Otherwise, you're just a casualty waiting to happen.

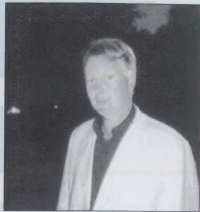
AMOA President Don Hesch makes a similar point (far more gently and diplomatically) as regards the video content Parental Advisory System. Says Don: "Human nature is such that until somebody actually has a problem, they probably won't be interested in doing anything about it. This issue, however, could have a very serious impact on the industry, so I am urging operators to be proactive."

Video content, though important, is merely the latest issue to put our imaginations to the test. There will be an endless supply of such issues! Meantime, let's all heed Ben Franklin's warning: "Experience is a dear (expensive) school, but a fool will learn in no other." Imagination is your entry ticket to a much better, cheaper and less painful form of learning. It's fine to pride yourself on being a "realist." Just remember that some visionaries are the most pragmatic, down-to-earth folks around.



# FIGHTING

## NAMCO KEEPS



**WHILE** the video games business generally across Europe might not be described as brilliant right at the moment, Namco Europe Managing Director Mike Nevin is steadfastly adhering to

the view that if the game is right then it will sell in significant numbers.

"I accept that it is difficult for secondary products, but it has been that way for years; it is just that the situation is rather more concentrated now than ever."

Mr Nevin was speaking at the Namco annual international distributors meeting in the Dominican Republic, just after the company had released four new products, two video games and two redemption games. Key among these was a new fighting game, Soul Calibur and Mr Nevin responded to the criticism from the European industry that there are "too many fighting games" coming out of Japan.

"This is a volume business and if you want volume you have to concentrate on the reliable - and those are fighting games. The 'reliables' is a very short list and fighting games are high on it. If you produce specialist games or highly innovative games then you limit your market and Namco is probably the best at going for innovative games.

"Final Furlong, for example, was highly innovative and therefore something of a risk for Namco, but it was very successful in the Japanese market and relatively successful in Europe, although most of the sales were in the UK. Games with a horse racing theme do not translate well for some markets such as Italy or Germany."

He maintained that with dedicated video

games, Europe was still capable of taking 2,000 units for a major hit. With the PCB market, however, the picture was far more confused. "There are a lot of parallel imports into Europe with a PCB because by its nature and size, the PCB travels easily, so it is almost impossible to say just how many boards of a successful PCB game will actually be sold into Europe."

The Japanese manufacturers, he said, had generally eased away from the PCB business over the past few years because the "margins are not there." Yet this conflicted with the view of the operators that the Japanese manufacturers had overpriced the PCB games, effectively reducing their ability to return investment.

Mr Nevin said: "Operators traditionally do not appreciate the research and development effort behind these companies. You are talking about a massive and costly R&D investment for every game. Alpine Racer took over two years to bring to the market - and then you have the failure rate. As many as 50 percent of the games which start R&D never make it to the market place for one reason or another. Perhaps only one in three ever see a coin played in serious intent."

He felt that the international coin-operated amusement machine industry was changing radically. "You can see from the investment in the US and in Japan that everything is consolidating and only the very strong are going to survive what will happen over the next five years. The roots of the change are in the consumer business. Yes, the PC game is a lot more than a casual 'threat', it is one of the primary reasons for the changes which are taking place.

"The number of games being produced worldwide is declining. Revenues are declining. It will still be a good business in the future, but only for those who survive it."

## NEW ART FORM FOUND IN CAVES

A new age of high-tech simulation is upon us. The new Disney Quest facility on Pleasure Island in Disney World in Orlando, Florida, has a host of brand new experiences that are truly the cutting edge of simulation. Disney has done what no one else could do - without a set of really deep pockets - push the limits of existing technologies.

The experiences at Disney Quest are fascinating to watch and certainly contain the seeds of life to come. They are combinations of different technologies - 3D with virtual caves, motion platforms with virtual caves, virtual reality head-mounted display systems, roller coaster simulators, touch screen computers, and similar offerings. The key to making these technologies work is the games, or story content that is Disney's forte.

The new Disney Quest is a great addition to the offerings available at the resort. It will balance out the other activities, such as shopping, dining, and movies, at the Pleasure Island entertainment centre.

The impressive new technologies are new hardware configurations for the attractions themselves, never before seen in many cases. Many of these will be tweaked and changed and adapted for the home. One type of attraction merits a closer look the virtual 3D cave.

The Hercules in the Underworld experience is a fabulous example of high-tech at work.

## DEITH'S OPEN DAY

DEITH (UK) held its annual open day on 1 July, the day after England has been knocked out of the World Cup. Spirits were raised,

# International

## N E W S

though, by the long-awaited appearance of Daytona 2. Namco's Derrick Lynch is seen here trying the game out under the watchful eye of Deith's Colin Mallery.



## NORWEGIANS HAPPY TO BE CHARITY CASE

NORWEGIAN Charities will be brought closer into line with independent machine operators in future if suggested new legislation receives approval.

As part of a proposed overhaul of licensing laws, all operators will require special Government authorisation to handle AWP's.

This is likely to mean that charities' operating arms will be forced to splint from their parent organisations and will be subject to the same auditing procedures as independent operators.

Such a move would be welcomed by the rest of the industry which as always complained that the charities are not held properly accountable to the authorities.

"This would make the charity operators more visible," pointed out trade association



NOAF's Atle Bie-Johansen. "It will ensure that they have to abide by the same guidelines as the rest of us."

He added: "It will also be easier for us to explain to the Government that the Nkr500 million (\$65 million) plus they have in gross turnover is a business enterprise and not a charity, and that they should have to pay taxes too."

## THE BALL IS IN OPUS' COURT

OPUS Entertainment, one of the first UK companies to bring completed ArcadePC product to the market, has commended testing of its ArcadePC tournament system.

Gremlin's Actua Soccer Arcade is providing the test bed, for the system, which currently vends a ticket redeemable against a beer when sited in pub locations. Members of TOG (the Tournament Operators' Group) are hoping that cash prizes, which will replace liquor prizes when the test is completed, could reach as much as £1,000 a month if there are at least 100 units on location.

The Group - made up of a number of key UK operators - has also expressed a desire

for tournaments to run for around a year as opposed to the three months originally mooted.

Opus currently has some 15 further titles in development from a variety of software companies, predominantly in the UK.

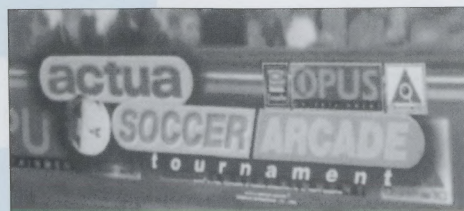
## ATEI ASKS: SHOULD WE GO FOUR DAYS?

ALL 410 companies who took stand space at the 1998 ATEI (Amusement Trades Exhibition International, which runs with the International Casino Exhibition London and the London Parks & Attractions Show) have been sent a confidential questionnaire seeking their views on the development of the co-located exhibitions. The single issue survey seeks to gauge opinion on whether the exhibitions should be extended from three to four days.

In his communication with exhibitors, ATE Chief Executive Peter Rusbridge wrote: "Following the success of the 1998 event a number of exhibitors expressed a desire to extend the exhibition of four days. I think you will agree that issues such as this are often more complex than they originally appear. We've undertaken some preliminary research on the implications of moving to four days, and it's important that any decisions are made on the basis of a full and frank disclosure of information." The main issues of contention revolve around increased costs and the interface with the BACTA Ball, which is staged on Thursday night and traditionally brings the curtain down on the exhibition. A four-day ATEI could only run from Tuesday through to Friday inclusive, and would therefore impact on the ball. Additional considerations would include employing contractors to work the Sunday after the exhibition and an increase



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\$290

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RESOLUTION  
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MONITORS

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\$19

5K POTS

\$19

ACCELERATOR  
SPRING

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BRAKE SPRING

\$3

BRAKE  
RUBBER  
DAMPER

PARTS FOR DAYTONA AND RALLY 1. KEEP THESE GREAT  
UNITS EARNING - ALL SPECIALS ONLY WHILE STOCKS LAST.  
PHONE COIN CASCADE ON 338 1411

in the number of hotel nights required. Rusbridge concluded: "Against the benefits of four days, extra costs will certainly be incurred including additional time resources, which means staff spending a longer time



within Earls Court and shorter time either in the office or at home on the weekend breakdown. Obviously it would be totally wrong for us as organisers not to highlight these prior to exhibitors arriving at their decision."

## 'QUAKE ARCADE' MOVES OUT!



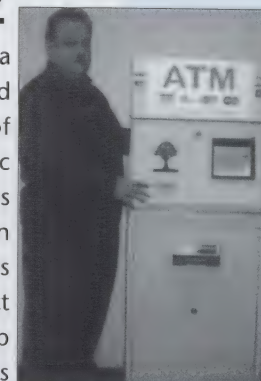
BRITISH-based Opus Entertainment will distribute the Quake ArcadePC based game in Europe and Japan for the game's American manufacturer, Texas based LBE Systems. The game (seen at left on the floor of the ASI Show with Intel's Lynn Heinisch and LBE System's David Foley) is now installed in

# International NEWS

seeking some titles that will appeal to younger kids," John added. "Our testing has shown Quake Arcade appeals most strongly to ages 16 and up."

## TBS TIES WRG FOR ATEM BIZ

TBS First Inc., a Tampa-based manufacturer of retail Automatic Teller Machines (commonly known as ATMs), has announced a direct business partnership with WRG Services



Inc. TBS ATM is the newest addition to the NCR Corporation entry level ATM family. WRG Services Inc, began as a vending and amusement route operator in 1972. They have since grown their customer base to over 500 satisfied customers. Today, they are focused on distributing ATMs and maintaining and repairing equipment for all components of vending machines. Currently WRG Services Inc., operates and services over 400 ATM terminals nationwide. The Master VAR relationship between the two companies was forged to present the vending industry with the most qualified distribution company. WRG was selected based on their outstanding warranty and services provided to vending operators and their retail customers.



# BREAKERS REVENGE

NOW IN STOCK

Raging Flame  
of Revenge!

## HOW TO PLAY

When the character is facing to the right.



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*Peta Jacobson's*

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**Stroke and Skins Play!**  
**Variety of Camera Views!**  
**Competitive Leaderboards!**

**RAYOU BEND** Swampy Louisiana Marshes



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**Superlative Trackball Control!**  
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**PALM GROVE** Lush Hawaiian Tropics



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**SEGA**  
**DAYTONA 2**





# SIMULATION ... SCREENS & PROJECTION

WE TALK TO LEADING PLAYERS IN THE INDUSTRY ABOUT SCREENS AND PROJECTION ...

## GERALD NASH

**MOST** simulation companies pay little attention to the screen, yet it plays a critical role in creating the audience experience. Simulation relies on visual illusion. Helping images look real is an advantage in using custom compound curved screens.

Most simulators are video-based. Compared to film projectors, most video projectors have a low light output. A high gain compound curved screen uses light from the projector efficiently and returns it to the audience. This results in full colour saturation, high contrast, high resolution and a greater sense of reality.

It distributes the light evenly over the entire screen surface, eliminating the distracting 'hot spot' normally associated with flat gain-screens. The improved image enhances the immersive quality of the simulator.

Video projection technology is improving steadily in terms of higher light power. There is growing interest in the quality images that are provided by high definition projectors for simulation.

By combining good screen design and improved projection technology, we can expect simulator screens to become larger, with a greater field of view and images with greater impact. Gerald Nash is president of Sigma Design Group.

## JON PAGE

**DEVELOPMENTS** in picture brightness and sharpness, particularly from video and HD projectors, have meant we can work with much larger screen images, up to 15 metres wide. For our capsule simulators, the improved ruggedness of the systems has been significant.

Frankly, economics drives the choice of projector and screen. It comes down to cost versus performance. With HD, you have 1,200 lines on the screen which gives a very good

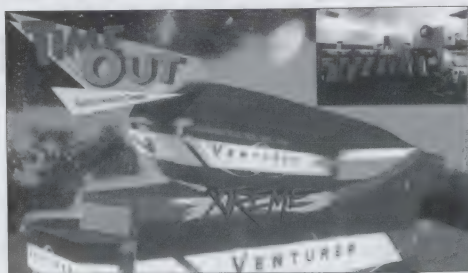
picture, not to mention the ease of use for the operator compared to handling film. The choice the attraction has to make is whether a marginally better picture is worth three, four or five times the price. We're completely flexible in our service.

We have been working with Dynamax since the beginning of the year to offer their 3D films on our theatres. An enhancement of the 3D experience we are working on is to be able to project onto very wide, surround screens.

We are moving to digital projection for all our capsule products. It's not the technology itself that interests us, but more the benefits it can provide, to the operator and us. By the end of the year we will offer flexible short-term rentals and pay per view options on ride films. Also, current technologies can be susceptible to piracy whereas a digital medium can provide total security. Jon Page is audio-visual manager for Thomson Entertainment.

## CRAIG SHOLDER

**ALTHOUGH** there are many important show elements that combine to make a successful simulator attraction, the images delivered to the screen by a projection system are the most crucial. These images must be clear and bright. They must also provide a viewing envelope that covers the rider's field of vision. These types of screen images, delivering the realism, are accomplished best by film. Craig Sholder is director of marketing at Christie Inc.



### PINBALL GAMES

1. Williams **MEDIEVAL MADNESS**
2. Bally **CHAMPION PUB**
3. Bally **CIRQUS VOLTAIR**
4. Williams **NO GOOD GOPHERS**
5. Williams **ARABIAN NIGHTS**
6. Bally **ATTACK FROM MARS**
7. Bally **SCARED STIFF**
8. Bally **NBA FASTBREAK**
9. Williams **JOHNNY MNEMONIC**
10. Bally **THEATRE OF MAGIC**

### PRIZE REDEMPTION

1. LAI **STOP THE CLOCK**
2. Namco **FLICK DERBY**
3. Harry Levy **SUPER HOOPLA**
4. Taito **SOLOTTOL**
5. Lazertron **TWISTER**
6. Design Plus **IND PRO STRIKER**
7. LAI **TURTLE MERCHANDISER**
8. LAI **MOUSE ATTACK**
9. Jaleco **SPIDER STOMPING DX**
10. ICE **CYCLONE**

### PINBALL GAMES

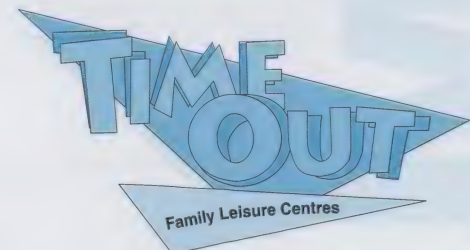
1. Sega **VIPER NIGHT DRIVING**
2. Williams **MEDIEVAL MADNESS**
3. Williams **NO GOOD GOFERS**
4. Bally **THEATRE OF MAGIC**
5. Bally **ATTACK FROM MARS**
6. Williams **ARABIAN NIGHTS**
7. Williams **JUNK YARD**
8. Bally **THE ADDAMS FAMILY**
9. Bally **SCARED STIFF**
10. Sega **STAR WARS TRILOGY**

### PRIZE REDEMPTION

1. Rainbow **RAINBOW**
2. ICE **CYCLONE**
3. 5 Star **SURFIN' SAFARI**
4. Benchmark **BIG HAUL**
5. Bromely **COLORAMA**
6. ICE **ICE BALL**
7. Seidel **SMOKIN' TOKEN**
8. Bromely **WHEEL 'M IN**
9. Island **SPIDER STOMPIN'**
10. ICE **HOOP SHOOT**

### PINBALL GAMES

1. Williams **MEDIEVAL MADNESS**
2. Williams **CIRQUS VOLTAIRE**
3. Williams **CHAMPION PUB**
4. Williams **NO GOOD GOFERS**
5. Williams **ARABIAN NIGHTS**



### PINBALL GAMES

1. Williams **MEDIEVAL MADNESS**
2. Sega **BATMAN FOREVER**
3. Capcom **PINBALL MAGIC**
4. Midway **NBA FASTBREAK**
5. Midway **ADDAMS FAMILY**







## Australia

### DEDICATED GAMES CONVERSION GAMES

- |  |                                      |
|--|--------------------------------------|
| 1. Namco <b>FINAL FURLONG</b>          | 1. Sega <b>VIRTUA STRIKER 2</b>      |
| 2. Namco <b>MOTO CROSS GO DX</b>       | 2. Midway <b>NFL BLITZ</b>           |
| 3. Namco <b>DOWNHILL BIKERS</b>        | 3. Namco <b>POINT BLANK</b>          |
| 4. Namco <b>RAPID RIVER</b>            | 4. SNK <b>METAL SLUG 2</b>           |
| 5. Sega <b>DAYTONA</b>                 | 5. SNK <b>REAL BOUT FATAL FURY 2</b> |
| 6. Atari <b>SAN FRAN RUSH THE ROCK</b> | 6. Psikyo <b>ZERO GUNNER</b>         |
| 7. Namco <b>TOKYO WARS DX</b>          | 7. Namco <b>TEKKEN 3</b>             |
| 8. Midway <b>OFF ROAD CHALLENGE</b>    | 8. Capcom <b>PLASMA SWORD</b>        |
| 9. Sega <b>VIRTUA COP 2 DX</b>         | 9. <b>ICE POLICE TRAINER</b>         |
| 10. Konami <b>WINDING HEAT</b>         | 10. Capcom <b>MARVEL VS CAPCOM</b>   |

## United States

### DEDICATED GAMES CONVERSION GAMES

- |   |   |
|---|---|
| 1. Sega <b>HOUSE OF THE DEAD</b>          | 1. Atari <b>AREA 51/MAX FORCE DUO</b>     |
| 2. Incred. Tech <b>GOLDEN TEE '98</b>     | 2. Midway <b>NFL BLITZ</b>                |
| 3. Atari <b>MAXIMUM FORCE</b>             | 3. Namco <b>POINT BLANK</b>               |
| 4. Incred. Tech <b>TOURNAMENT 3D GOLF</b> | 4. Namco <b>TEKKEN 3</b>                  |
| 5. Sega <b>GUN BLADE</b>                  | 5. Capcom <b>MARVEL VS CAPCOM</b>         |
| 6. Sega <b>VIRTUA COP 2</b>               | 6. Atari <b>SURF PLANET</b>               |
| 7. Namco <b>TIME CRISIS</b>               | 7. Incred. Tech <b>GOLDEN TEE '97</b>     |
| 8. Dynamo <b>SOLITAIRE CHALLENGE</b>      | 8. Atari <b>AREA 51</b>                   |
| 9. Midway <b>RAMPAGE WORLD TOUR</b>       | 9. Incred. Tech <b>GOLDEN TEE 3D GOLF</b> |
| 10. Sega <b>VIRTUAL ON</b>                | 10. SNK <b>METAL SLUG</b>                 |

## New Zealand

### DEDICATED GAMES CONVERSION GAMES

- |                                   |                                     |
|-----------------------------------|-------------------------------------|
| 1. Sega <b>HOUSE OF THE DEAD</b>  | 1. Namco <b>TIME CRISIS</b>         |
| 2. Sega <b>THE LOST WORLD</b>     | 2. Sega <b>VIRTUA STRIKER</b>       |
| 3. Atari <b>RUSH THE ROCK</b>     | 3. Namco <b>TEKKEN 3</b>            |
| 4. Namco <b>DIRT DASH</b>         | 4. Capcom <b>STREET FIGHTER EX2</b> |
| 5. Sega <b>RALLY CHAMPIONSHIP</b> | 5. SNK <b>METAL SLUG 2</b>          |
| 6. Namco <b>TOKYO WARS</b>        | 6. Capcom <b>SF VS CAPCOM</b>       |
| 7. Sega <b>DAYTONA</b>            | 7. P&P <b>POLICE TRAINER</b>        |
| 8. Namco <b>FINAL FURLONG</b>     | 8. Midway <b>NFL BLITZ</b>          |
| 9. Namco <b>MOTOCROSS GO</b>      | 9. Neo Geo <b>4 SLOT</b>            |
| 10. Namco <b>DOWNHILL BIKERS</b>  | 10. SNK <b>REAL BOUT 2</b>          |

## Japanese

### DEDICATED GAMES CONVERSION GAMES

- |  |                                   |
|--|-----------------------------------|
| 1. Konami <b>BEETMANIA</b>                     | 1. Sega <b>VIRTUA STRIKER 2</b>   |
| 2. Sega <b>GET BASS</b>                        | 2. Capcom <b>MARVEL VS CAPCOM</b> |
| 3. Sega <b>HARLEY DAVIDSON &amp; LA RIDERS</b> | 3. SNK <b>METAL SLUG II</b>       |
| 4. Taito <b>GO BY TRAIN</b>                    | 4. Namco <b>TEKKEN 3</b>          |
| 5. Sega <b>HOUSE OF THE DEAD</b>               | 5. Namco <b>NJ PROWRESTLING</b>   |

## INTERACTIVE ENTERTAINMENT

ACCORDING to a report released last month by the Interactive Digital Software Association (IDSA), the interactive entertainment industry generated \$16 billion dollars in the United States alone in 1997. This figure does not take into account additional sales of video and computer game hardware.

The findings were released in the Economic Impact of the Interactive Entertainer published bi annually in association with Coopers & Lybrand LLP.

The report further revealed that of the companies surveyed, more than 60 percent were seven years old or younger. This figure is particularly striking as two thirds of the companies surveyed had reached profitability, compared with only 14 percent of young venture-backed companies in other high-tech industries.

"The interactive entertainment industry directly employs at least 50,000 workers in the United States and 17,000 more internationally," says Douglas Lowenstein, president of IDSA. "In the past two years, the expansion in the industry's workforce has topped 18 percent, compared to an average decline of 2.5 percent among Fortune 500 companies. Last year alone, we created 20,000 new jobs in a variety of American businesses."

## LATEST NAMCO STATION

MANCHESTER'S Trafford Centre is the venue for the September Launch of the Latest Namco Station in the UK. The 2,790 sq.m site will feature an 18 lane ten-pin bowling alley, American Pool, an SWP area, speed

## International NEWS

dodgem arena and bar. The NZ\$800 million surrounding complex features 1.3 sq.ft of retail and leisure interests.

Namco Europe managing director, Mike Nevin, said: "The Trafford Centre has all the credentials and characteristics that we look for in a site. It is a major development which offers excellent facilities. Manchester's immediate catchment area is in excess of one million people, with a further four million within a drive time of 45 minutes."

The site will be managed by George Massri, previously deputy manager at Namco Station in London's County Hall.

## SEGA SHAKEUP IN JAPAN

IN addition to the disappointing financial news coming from Sega Japan, we have also learned that some prominent heavyweights have resigned from the voting board, including Sega co-founder Dave Rosen. The new board (down to 25 members to 10) is being run under Sega Chairman Isao Okawa, Vice Chairman Hayao Nakayma and President Shoichiro Irimajiri. Four of the 10 directors are new faces from outside the industry; it seems Sega wants some fresh perspectives on the home and coin-op businesses they're involved in.



## AMOA 50TH BIRTHDAY EXPO

**ATTENDEES** of the Amusement & Music Operators Association's (AMOA) International Expo '8 can expect to see the latest innovations from leading manufacturers at this year's show. Companies including Sega, Namco, Williams, Konami, Valley Recreation, SNK Corporation, Innovative Concepts in Entertainment, and many more, will be exhibiting cutting edge products while joining AMOA in celebration of their 50th birthday. AMOA Expo '98 will be held September 17-19 1998, at the Opryland Hotel. "Based on AMOA's past history in Nashville, we should have a good draw at this year's Expo," says AMOA

Expo '98 Planning Chair Jim Standsfield, Stansfield Vending, Inc., LaCrosses, WI. "In addition, with some heavy hitters in the industry on hand, Expo '98 will prove to be an excellent show both educationally and commercially." Expo '98 will once again feature Developers' Row, an impressive show floor attraction lead by NANI, showcasing products for the public PC. AMOA introduced this new platform last year to provide attendees with the opportunity to "see the future" of high tech products. AMOA Expo is expected to attract over 6,000 industry professionals including a diverse cross-section of owners/operators, managers,

distributors/suppliers and manufacturers of commercial amusement, music, entertainment and vending equipment at single, or "street" locations (i.e., restaurants, bowling centres, bars and taverns, clubs, etc) as well as larger venues such as family entertainment centres (FECs), amusement parks, shopping centres, etc. Thousands of products, services, supplies and technologies will be on display, including: interactive games, pinball, video games, CD jukeboxes, electronic darts, pool tables, sports games, soft play equipment, bulk vending, cranes, computer technologies, redemption equipment, phone card vending equipment, kiddie rides, plush and supplies, coin counters and validators, monitors/power supplies and other commercial/technologies from the world's leading manufacturers and suppliers. AMOA Expo also features educational seminars. This year's educational programme will focus on different aspects of technology in the industry, topics include: the Internet;



Coin Operated Equipment - Buy or Lease?; Leagues and Tournaments; Business Succession Planning Game Programme and more.

# JURASSIC arcade

**ANTIQUES** are a hot topic in the UK, but does the field hold any interest for the amusement industry?

For those who think the amusement industry started with Pong - or maybe considered the first fruit machines to be the amoeba at the start of coin-op's evolutionary scale - it's time to go back to school.

The secret history of amusement machines dates back to ancient times. In the writings of Heron of Alexandria, circa 200BC, there is mention of a vending urn which dispensed water when a coin was placed in a hole near the top of the vessel (though, admittedly, its hard to imagine Plato and Socrates arguing how to use their nudges).

The oldest example around today, however, were produced towards the end of the last century, after the industrial revolution had bequeathed the mechanisms for mass production. This coincided with the growth of seaside resorts, resulting from the construction of railways and the need to keep the ver-growing numbers of day-trippers amused. The eternal forces of supply and demand found yet another comfy niche and the penny arcade was born.

A myriad of machines were produced. Games of skill, such as the wall-mounted Allwin, or flick-ball machine, in which the turn of a handle propelled a ball into any number of 'scoring' holes; crane machines; pin-tables; games of chance, such as the every popular fruit machine; and amusement only machines which included the old seaside favourites "What the Butler Saw" and "Test your Strength", as well as the rather more bizarre electric machines, where players paid a penny, held a handle and received an electric shock.

The increased interest in vintage machines has encouraged antique dealers to become

involved in the market. Brian Davey, who began collecting in the Sixties and now runs Nostalgia Amusements, which hires to film companies and for corporate entertainment, claims that antique dealers are in par responsible for raising prices: "Most antique dealers don't really know what they're dealing with; they've started buying machines and putting their mark-ups on, and that has pushed prices up generally."

Whatever the reasons for the mounting value of the machines, it seems certain they will remain good investments. So how should someone go about starting a collection? The Antiques Amusements Magazine carries details of auctions that take place regularly, as well as classified adverts from collectors selling their machines. Brian Davey recommends caution when buying at auction if you have no previous experience: "As with everything it's a case of 'let the buyer beware', so spend a while finding out which machines are worth the money."

As a final word of warning to the novice buyer, and further proof if needed of the increasing market in vintage coin-op machines, there are a number of reproduction machines being imported from China being sold on the British market, which may not be worth as much as they appear.





## SOUL CALIBRE



THE new weapon fighting game from Namco, Soul Calibre, is scheduled for release at the end of July. The game is similar in content to Namco's previous consumer hit Soul Edge.

Some of the characters are carried over from Soul Edge and the game system has been improved to make full use of the 3D fighting environment. Four buttons control the character's attacks and the joystick will move the player in eight possible directions.

## SHOVELMASTER



IT sounds like a character that Flash Gordon might have fought in an attempt to save the universe. However, it is in fact a construction

## NEW PRODUCTS

themed pusher-type machine that pays in tokens. Featuring a single wheel carrier and a power shovel that dumps tokens on to the field, initial play begins with a token being carried to an upper level via a conveyor belt. When it passes a start checker on the lower section, a roulette disc rotates, stopping at one of the bonus features. Bonus features include the power shovel which dynamically dumps 100 to 250 tokens onto the field.

## OFF BEAT RACER



OFF Beat Racer can best be described as the next stage on from SNK's Round Trip RV, a simple enough driver with sufficient attraction to make it a good game. Based on a genuine road race known to aficionados as the "Cannon Ball," originally big in the US, this takes in three locations: Hong Kong, Brazil and Italy. Players drive through an excursion course, dodging oncoming competitors as they go. There are four difficulty levels with players having the choice of up to eight vehicles. SNK is also releasing a modification kit to convert Round Trip RV to this version.

## IAAPA 80TH ANNY EXPO EXPECTS 25,000 VISITORS



DALLAS, Texas, is the site of IAAPA '98, the biggest convention and trade show in the world for the amusement and attractions industry. This year marks the 80th Anniversary Convention and Trade Show of the International Association of Amusement Parks and Attractions (IAAPA) in the Dallas Convention Centre, November 21. This event showcases the latest thrills, entertainment and product innovation within the amusement and attractions industry. Attendees from around the globe can meet under one roof to experience the newest developments in a full range of products. Owners and operators of amusement parks, waterparks, family entertainment centres, zoos, aquariums, and all types of leisure and entertainment attractions will see a showcase of current trends. Over 1,200 companies are expected to exhibit in more than 450,000 square feet of space. Some 93 product categories will be exhibited including hard rides, hi-tech attractions, show productions, food and machinery and equipment for the 1999 season and beyond.

## ARCADES SUPREME

THE Belgian amusement machine industry

## International NEWS

remains dominated by the large, multi-player gaming machine, mostly played with dice or horse racing games, which are loosely permitted by law.

The country is going through a process of reviewing its position on gambling and a bill is in the parliamentary system right now, although movement is slow.

The country has around 100 arcades, all of them dominated by multi-player machines, mostly Sega Royal Ascots, of which there are reported to be 85 in operation and the Konami Trio de Bingo of which there are around 25. Newly launched onto the market is the Victory, produced by local company Elaut which is making rapid inroads into the Belgian and other markets.

The largest arcade chain is the Circus brand, owned by the Seeben organisation, closely followed by GAA which has a reported 11 arcades.

## WEAKER ECONOMY FORECAST

THE Asian Development Bank has forecast Chinese economic growth of 7.2 percent for 1998 and 6.8 percent for 1999. Also, the International Monetary Fund predicted seven percent growth the year with slower growth highly likely next year.

However, the two institutions differed in terms of price predictions, with the ADB pegging inflation at four percent this year and six percent next, while the IMF suggested a more stable figure of around two percent. A seven percent growth in GDP is



# International N E W S

forecast in line with China's need to avoid economic and political crisis.

Despite the likely weaker monetary standing next year, the country's future as a trading state looks promising, again according to the IMF. Recent figures reveal that while China has only 3.1 percent share of global trade, it has an 11.6 percent share of economic output. The growth potential for the traded-goods sector looks better than for its domestic economy as a whole.

## DISNEY QUEST



DISNEY opened the first of its DisneyQuest LBE locations at Walt Disney World in Orlando Florida in June.

The development of the 9,290 sq.m, five storey location, was first announced last August and is set to be followed by a Chicago site next year.

The attraction features rides and games divided into four areas with emphasis being

PAGE 18

placed on visitor interactivity throughout. "I am confident that we have succeeded in creating an entirely new kind of entertainment experience," said Joe DiNunzio, vice president of new ventures for Walt Disney Imagineering.

In addition to the Chicago site, Disney has plans to open between 20 and 30 other locations worldwide. "We are looking to roll out our product into major locations all around the world and there are several European venues that certainly fit the profile," said Disney regional entertainment representative Denise Villanueva.

## WILLIAMS

WILLIAMS, best known for its pinball games, is planning a major investment in its Touchmaster video touchscreen multi-game system. The word is that the company is planning a Europe-wide and then worldwide tournament series.

## THAILAND

WHILE most of the Far Eastern countries remain in financial disarray because of their plunging currencies, the word is that Thailand is looking far more promising. At the time of writing it had improved from 50 baht to the US\$ to around 38 baht. Most Thais' reckon that if it hits 33 they'll begin to buy games again.

## COIN CONTROLS

IS to sell its business in the manufacture of mechanical door assemblies for pinball and video machines which it has identified as non-core. The company is in talks to sell the assets of this part of its business and an announcement is expected shortly.

# NEW PRODUCTS



## ACTUA SOCCER

OPUS Entertainment has released its first game to the AcradePC market with a version of Gremlin Interactive's consumer football game Actua Soccer.

The game uses motion capture technology to give the players authentic movements which have been based on England footballer Michael Owen. In addition, English commentary is provided by Barry Davies and Trevor Brooking. It is available now.

## HELLO KITTYS FLOWER BINGO

What kind of name is Hello Kitty's Flower Bingo when it's at home? What happened to good old fashioned names like Zero G Death Race 4000 version VI - Beneath the River of Blood ... or does that just exist in warped, surreal fantasies? Anyway, Sanrio's Hello Kitty character is a real cutesy-cutesy affair that would fail anywhere but in Japan

(unless it was dropped repeatedly in a blender to access a win) but now it's got its own prize dispenser. On token insertion, a digital bingo display lights up and the player has four chances to stop the wheel on numbers from one to nine. When the numbers form a vertical or horizontal row on the bingo pattern, a prize dispensed. The machine stores up to 30 prizes in 150mm diameter capsules.





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# the **WAN** that I want ...

**WIDE** Area Networks (WANs) look like the next big thing. All the major manufacturers have experimented with WANs linked to multi-player arcade experiences, some being more successful than others. A number of small entrepreneurs have also joined the fray and have attempted to create private tournament areas for video amusement and Internet application.

The preview of Sega Enterprises' new consumer game console shows that the company believes networking is vital for survival. The new Dreamcast, armed with a powerful graphics card and a vast array of third developer support, also incorporates a powerful modem - a first for a consumer game machine. Sega has had great success with tentative experiments to offer Internet/modem - a first for a consumer game machine. Sega has had great success with tentative experiments to offer Internet/modem gaming tournaments on such products as the PC/Saturn version of Sega Touring Car Championship. The valuable lessons learned from this have convinced Sega this should be a regular component of all future games.

This philosophy will be applied to not only Sega's consumer range but, more importantly, its future arcade products. Sega's amusement division has announced that the sequel to one of the company's most successful titles will offer one of the largest network capabilities seen in recent times. Daytona USA 2: Battle on the Edge, will build on the original product's loyal following with a 16 car link up ability. There is also talk of a site-link WAN, something that could give a well-needed shot in the arm to Japanese amusement revenues.

Sega also has other classified products that will benefit from networking in development. A proposed four-player fighting game, with the working title of SPIKE, employs the latest

3D graphics architecture and will use a site-link system rather than having two pairs of players crowded round a single unit.

This is something of a return to the networking arena for Sega. It toyed with site-links and multiple gaming environments when researching its proposed EN-JOINT Space operations (the original name for its amusement theme parks). These facilities included concepts such as the Rad Rally Network and a version of the R360 with a networked version of Wing Wars. These endeavours would later go towards developing Sega's Joypolis centre in Yokohama. Site linking, however, was never really followed up by Sega.

Other developers have been keener to cultivate their interest in networking. Atari Games has the longest history in networked gaming and this year sees the company finally able to sample the fruits of its lavish R&D experiments. Its driving game San Francisco Rush The Rock offers one of the most popular gaming arena for eight-player competition.

All this should give games manufacturers something to think about when considering their future developments. Be it taking network content from the homes and repackaging it for arcades or bringing totally new WAN technology to brand-new video amusement, when choosing future releases, operators will now have to add 'networking-ability' to the equation when considering new machines.







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- 5 • CONSUL pool-tables are equipped with mechanical coin mechanisms accepting tokens or coins.

**Special Coin Mechanism:**

- 6 • They can also be equipped with an electric coin mechanism (CONSUL EL) with a credit programmable card, a display shows how many coins have been inserted, and credit established. You can use different kinds of coins simultaneously, even some bonus can be programmed. An accumulator feeds the electric equipment, this accumulator should be recharged from time to time, the battery charger is placed inside the pool-table.



**Servicing the Playfield:**

- 7 • The playing field can be lifted simply by opening two service locks.

**Exclusive feature:**

The CONSUL King 9' Pool Table is equipped with a lifting Hydraulic system, on demand; thanks to this Hydraulic system, the playing field can be lifted in order to check the internal part of the pool table and change the pool cloth without removing the slate manually. Service & lifting by one man. This Exclusive Hydraulic Lift System, allowing one serviceman to cover cloth, etc., is available at modest extra cost on the CONSUL 7' & 8' models.

- 8 • Pool tables are packed in solid wood crates. Legs and feet packed separately in a cardboard box. Each pool table is equipped with 4 fiberglass cues (142 CMS), 1 set of numbered pool balls, 1 triangle, 1 cover, 1 brush, 6 chalk and 1 chalk holder. The assembly is very quick. Screw in the legs, leaning the pool table still packed, on one side. After this operation, you turn the pool table to the normal position and take off the packing. Now you are ready to play the new CONSUL pool table. Enjoy yourself!

**SPECIFICATIONS:**

Model #	Outside Dimension	Playfield	Weight	Crate Size
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CONSUL 7' COIN OP	47" x 94"	40" x 80"	730#	97" x 57" x 20"
CONSUL 8' COIN OP	58" x 102"	44" x 88"	840#	105" x 61" x 20"
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Innovative style and an unbreakable internal mechanism for trouble free usage. Plus, access to the cash box with a different key from the service key. Plus the availability of an hydraulic lift system to permit service, including lifting the slate by one man. The finest of coin operated products and time tested to be maintenance free.



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# dream on ...

SEGA'S new president Shoichiro Irimajiri talks about the much vaunted development of Dreamcast and the plans for the arcade version, Naomi.

*Your recent time has been taken up with Dreamcast. How will you deal with Playstation's market domination and attract players to Dreamcast?*

As was seen at the presentation, the performance of the hardware is far superior to the Playstation's and it is hoped that the quality of the titles will also be much higher. A lot of third party developers have expressed an interest in the Dreamcast because of its performance.

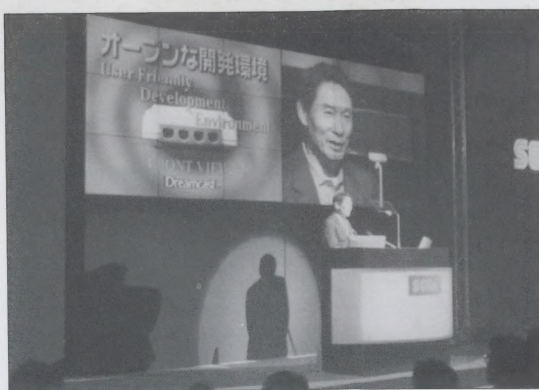
*How long do you think that superiority will last, with the Playstation 2 planned for next year?*

There should be no challenge to our superiority for at least a year. The most important thing is to get a significant share of the market before the Playstation 2 comes out. We are also quite confident that our hardware will be the equivalent, or even better than the new Playstation anyway. I believe Dreamcast is made up of the most advanced technology in all areas - the sound card, the graphics engine and so on.

*What part will Sega's arcade department play in Dreamcast? How are plans for the arcade version of the system coming along?*

Our arcade people are developing some titles on Naomi, the Dreamcast based arcade board. Yu Suzuki has said he has already achieved 3.5 million polygons on Naomi, which is more than is possible on the Model 3 board.

We expect to have lots of titles on the Naomi in Japanese game centres. Arcade software can also be converted easily onto Dreamcast. But the quality required by consumers is higher than before. It is unlikely they would be satisfied by simple conversions.



They will require more of a consumer-oriented type of game. There are bad and good aspects to game conversion - we have to carefully select the right titles to be converted to the consumer market.

*What sort of games do you think Dreamcast will be particularly suited to?*

One of the biggest advantages of the Dreamcast is to provide movie-like graphics in a game. Thinking about RPGs (Role Playing Games), they could be considered almost movie-like in nature. In some of the RPGs in the past there may have been some attractive graphics sequences but more often than not, when you went into the gameplay, the graphics changed to a lower quality. With Dreamcast, the quality of graphics should be more or less constant throughout. So the movie and gameplay parts will be very similar. That's why I think Dreamcast will fit very well to the RPG genre.

*One of the most ground-breaking additions to Dreamcast is the inclusion of a modem port. How important is the Internet to the future of consoles?*

There is some consensus within the game developers' world that on-line options will be mandatory for all games in the near future. At the same time, we know that there is very little money to be made from on-line gaming itself but there is an opportunity for money to be made from the development of these games.

# ladies carve up EUROPE

THE international coin machine industry is arguably more chauvinistic than most. While it is generally acknowledged ruefully by female executives that in order to be treated as equals to men they have to be twice as good, in the coin machine business you simply double it.

Not that Liz Borin and Tessa Burnett are complaining.

They are not simply in positions of responsibility in the coin machine industry - they work for a Japanese company.

With the greatest of respect to Japanese companies, they are not exactly renowned for putting females into situations of responsibility. With Namco, however, Ms Borin and Ms Burnett reckon that things are radically different.

The two international sales managers for Namco Europe Ltd. put the radical thinking at Namco down to President Masaya Nakamura. "He doesn't think Japanese," said Ms Borin. "He understands and accepts that in the west, things are very, very different. Not only are his subsidiary companies in Europe and the US run by westerners, but he believes that western women should be given just as equal a chance to succeed as men."

It is illustrative of the freedom of action within Europe that Namco Europe Managing Director Mike Nevin has and exercises to the degree that Namco has suffered the peaks and troughs of the video games business in Europe, from Scandinavia down as far as Austria and Slovenia and the former eastern bloc countries with France in the west. Ms Borin's territory is roughly the Mediterranean countries and Africa with the Middle East thrown

in.

Even within a comparatively small geographic area such as Europe, tastes differ. What will work well in France may be disastrous in Greece and vice versa. To that extent the two international sales managers have to work together.

With anything like 50 or 60 percent of their working time spent travelling, there are few business executives in the European non-gambling machine market with a better insight into trends, tastes and personalities in each national market place. Ms Borin, who started with Namco Europe in January of 1994 and Ms Burnett, who joined six months later, find the disposition of the European market always curious.

"Time Crisis II is a worldwide hit," said Ms Burnett, "but within Europe, Bikers will do well in one market but not in another. In fact it can differ widely within tiny areas such as Holland compared with Belgium. There's not set rules to work with; it is very much a case of test a game and make your plans from the results. We have to work very closely with the distributor and back his judgement.

Fiercely loyal to the company, Ms Burnett and Ms Borin offer the informality, mutual respect between colleagues and professional efficiency of the London office as a prime contributor to their own success.

